

Berlin Memorial Hospital
225 Memorial Drive
Berlin, WI 54923
(920) 361-1313

Type: GMS
Control: Other Not for Profit
Fiscal Year: 10/01/01 to 09/30/02

County: Green Lake
Analysis Area: Lake Winnebago (3)
Volume Group: 4

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area 3		Volume Group 4		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	36.3%	57.4%	0.63	54.1%	0.67	50.4%	0.72	34.7%	1.05
Obstetrics	15.8%	39.6%	0.40	40.5%	0.39	30.6%	0.52	17.5%	0.90
Pediatrics	. %	48.0%	.	29.1%	.	22.2%	.	. %	.
Total hospital	37.8%	55.9%	0.68	51.9%	0.73	47.3%	0.80	31.4%	1.20
Average Census (Patients)									
Adult medical-surgical	13.1	30.4	0.43	23.6	0.55	16.9	0.77	16.7	0.78
Obstetrics	1.3	3.9	0.33	3.7	0.34	1.8	0.71	1.4	0.90
Pediatrics	0.0	1.8	0.00	0.8	0.00	0.1	0.00	0.0	.
Total hospital	18.5	55.4	0.33	44.3	0.42	23.1	0.80	19.1	0.97
Average Length of Stay (Days)									
Adult medical-surgical	3.7	3.9	0.94	3.6	1.02	3.4	1.10	3.4	1.09
Obstetrics	2.2	2.4	0.91	2.4	0.91	2.3	0.96	2.1	1.05
Pediatrics	.	2.4	.	2.0	.	2.1	.	.	.
Total hospital	3.5	4.3	0.80	4.0	0.87	3.5	1.00	3.4	1.04
Surgical Operations									
Inpatient	752	1,424	0.53	1,403	0.54	639	1.18	762	0.99
Outpatient	2,915	3,187	0.91	4,482	0.65	2,057	1.42	2,920	1.00
Inpatient as % of all surgeries	20.5%	30.9%	0.66	23.8%	0.86	23.7%	0.87	20.7%	0.99
Outpatient Visits									
Non-emergency visits	65,088	75,046	0.87	51,093	1.27	46,302	1.41	65,203	1.00
Emergency visits	11,589	14,086	0.82	12,245	0.95	11,109	1.04	11,932	0.97
Full-time Equivalents (FTEs)									
Administrators	14.5	14.8	0.98	15.8	0.92	10.0	1.44	11.5	1.27
Nurses, licensed	58.8	160.1	0.37	116.5	0.50	78.8	0.75	73.4	0.80
Ancillary nursing personnel	26.8	54.3	0.49	30.8	0.87	25.5	1.05	26.9	1.00
All other personnel	167.5	384.2	0.44	295.7	0.57	202.3	0.83	173.7	0.96
Total FTEs	267.5	613.5	0.44	458.8	0.58	316.6	0.84	285.3	0.94
FTEs per 100 Patient Census (Adjusted)									
Administrators	23.0	14.6	1.57	16.4	1.40	18.0	1.27	18.7	1.23
Nurses, licensed	93.1	157.9	0.59	120.8	0.77	141.5	0.66	119.7	0.78
Ancillary nursing personnel	42.4	53.6	0.79	31.9	1.33	45.8	0.93	43.9	0.97
All other personnel	265.3	378.9	0.70	306.4	0.87	363.5	0.73	283.4	0.94
Total FTEs	423.8	605.0	0.70	475.4	0.89	568.9	0.74	465.6	0.91

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	49	Health maintenance		Beds set up and staffed	1	Bassinets	8
Discharges	2,192	organization (HMO)	Yes	Discharges	9	Total births	207
Inpatient days	6,757	Preferred Provider		Inpatient days	21	Newborn days	351
		organization (PPO)	Yes				

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Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 09/30/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)

General Medical-Surgical:							
Adult medical-surgical, acute	1	36	1,282	4,767	36.3%	13.1	3.7
Orthopedic	2	0	0	0	. %	0.0	.
Rehab. and physical medicine	5	0	0	0	. %	0.0	.
Hospice	5	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	5	0	0	0	. %	0.0	.
Pediatric, acute	2	0	0	0	. %	0.0	.
Obstetrics	1	8	211	462	15.8%	1.3	2.2
Psychiatric	5	0	0	0	. %	0.0	.
Alcoholism/chemical dependency	5	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	2	0	0	0	. %	0.0	.
Cardiac intensive care	2	0	0	0	. %	0.0	.
Pediatric intensive care	2	0	0	0	. %	0.0	.
Burn care	5	0	0	0	. %	0.0	.
Mixed intensive care	1	5	446	1,528	83.7%	4.2	3.4
Step-down (special care)	5	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	5	0	0	0	. %	0.0	.
Other intensive care	5	0	0	0	. %	0.0	.
Subacute care	5	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.

Note: data should be used only in rows; do not summarize columns.

* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

** Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE

Administrators/asst. administrators	6	10	14.5	Radiological services personnel	11	6	14.2
Physicians and dentists	3	1	3.2	Occupational therapists	1	1	1.8
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	1	1	1.5
Registered nurses	30	50	57.4	Physical therapists	4	6	8.2
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	2	8	5.9
Licensed practical nurses	0	2	1.4	Recreational therapists	3	1	3.4
Ancillary nursing personnel	10	31	26.8	Psychologists	0	0	0.0
Physician assistants	0	0	0.0	Social workers	1	1	1.6
Nurse Practitioners	0	0	0.0	All other health professionals	5	7	8.9
Medical records personnel	13	4	15.0	All other personnel	29	84	84.5
Pharmacy personnel	3	0	3.0	-----			
Clinical laboratory personnel	12	7	16.4	TOTAL	134	220	267.5

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Income Statement

Gross patient revenue	\$53,325,961
Less deductions	17,749,240
Net patient revenue	35,576,721
Plus other revenue	1,934,032
Total revenue	37,510,753
Less expenses	37,342,518
Nonoperating gains/losses	-64,684
Net Income	\$103,551

Assets

Cash and cash equivalents	\$3,782,686
Net Patient receivables	6,890,287
Other receivables	122,498
Land, bldgs and equip: Net	8,382,040
Other assets	7,399,624
Total Assets	\$26,577,135

Liabilities and Fund Balances

Current liabilities	\$3,085,813
Long-term debt	8,857,191
Other liabilities	0
Subtotal	11,943,004
Unrestricted fund balance	16,433,538
Total liabilities & fund balance	\$28,376,542
Restricted fund balances	\$361,548

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 3		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [\$25,258,660]	47.4%	41.7%	1.14	42.0%	1.13	46.7%	1.02	43.8%	1.08
Medical Assistance [\$3,868,558]	7.3%	9.0%	0.80	5.7%	1.26	7.5%	0.96	6.1%	1.19
Commercial [\$21,836,351]	40.9%	43.2%	0.95	48.4%	0.85	39.8%	1.03	42.0%	0.97
All other [\$2,362,392]	4.4%	6.1%	0.73	3.8%	1.16	6.0%	0.74	8.1%	0.55
Deductions as % of Total Gross Patient Revenue									
Medicare [\$11,248,393]	21.1%	23.7%	0.89	19.7%	1.07	25.5%	0.83	20.4%	1.03
Medical Assistance [\$2,695,220]	5.1%	6.0%	0.85	3.5%	1.45	4.6%	1.10	3.9%	1.30
Commercial [\$2,807,303]	5.3%	9.4%	0.56	9.9%	0.53	5.6%	0.94	3.9%	1.36
Charity care [\$712,481]	1.3%	1.2%	1.11	0.8%	1.58	1.0%	1.30	0.9%	1.56
All other [\$285,843]	0.5%	1.4%	0.38	0.4%	1.31	0.6%	0.90	0.4%	1.36
Total deductions [\$17,749,240]	33.3%	41.7%	0.80	34.3%	0.97	37.3%	0.89	29.4%	1.13
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	5.2%	5.1%	1.01	3.0%	1.72	3.8%	1.37	4.4%	1.18
Net gains/losses as % of net income	-62.5%	5.3%	-11.8	17.3%	-3.6	11.2%	-5.58	24.1%	-2.59
Expenses as % of Total Expenses									
Salary/fringe benefit[\$23,562,772]	63.1%	47.8%	1.32	51.6%	1.22	53.6%	1.18	61.6%	1.02
Supplies and services[\$9,983,038]	26.7%	40.5%	0.66	35.5%	0.75	33.6%	0.80	27.7%	0.97
Capital component [\$2,952,611]	7.9%	8.7%	0.91	10.5%	0.76	9.5%	0.84	8.0%	0.99
Bad debt [\$844,097]	2.3%	3.0%	0.76	2.4%	0.95	3.4%	0.67	2.7%	0.84
Fiscal Statistics									
Operating margin	0.4%	6.1%	0.07	5.0%	0.09	3.7%	0.12	2.6%	0.17
Total hospital profit margin	0.3%	6.4%	0.04	5.9%	0.05	4.1%	0.07	3.4%	0.08
Return on equity	0.6%	10.0%	0.06	8.5%	0.07	5.3%	0.12	7.7%	0.08
Current ratio	3.8	2.5	1.52	2.9	1.32	3.3	1.16	3.9	0.98
Days in net patient accounts receivable	70.7	57.8	1.22	61.8	1.14	59.9	1.18	.	.
Average payment period	31.4	52.6	0.60	40.5	0.78	47.3	0.66	32.9	0.95
Equity financing	61.8%	56.2%	1.10	63.1%	0.98	59.7%	1.04	59.9%	1.03
Long-term debt to equity ratio	0.5	0.5	1.13	0.4	1.20	0.4	1.37	0.6	0.97
Times interest earned	1.2	5.0	0.25	4.2	0.29	2.9	0.43	3.8	0.32
Total asset turnover	1.4	0.9	1.60	0.9	1.57	0.8	1.86	1.4	1.04
Average age of plant: years	11.2	9.5	1.18	8.3	1.36	8.7	1.29	9.8	1.15
Increase (decrease) total net patient rev	. %	. %	.	. %	.	. %	.	9.4%	.
Output gross rev (% of total gross pt. rev)	70.5%	44.1%	1.60	55.1%	1.28	57.7%	1.22	68.9%	1.02
Net Revenue Statistics									
Inpatient net revenue per discharge	\$5,589	\$7,870	0.71	\$6,169	0.91	\$5,155	1.08	\$5,398	1.04
Inpatient net revenue per day	\$1,595	\$1,834	0.87	\$1,587	1.00	\$1,472	1.08	\$1,618	0.99
Outpatient net rev per visit	\$323	\$343	0.94	\$484	0.67	\$328	0.98	\$321	1.00